Stephenson Marketing Cooperative
W410 South Drive
PO Box 399
Stephenson MI 49887

LOC 60 STEPHESNSON CONVENIENCE STORE STATEMENT OF
Comparing Period 3 March Fiscal 2025 To Prior 2024

	CURRENT PERIOD		YEAR TO DATE	
	Current Year	Prior Year	Current Year	Prior Year
SALES	332,689.95	344,575.67	932,301.22	915,897.19
COST OF SALES	280,122.34	309,455.89	801,269.74	798,189.11
GROSS MARGIN	**52,567.61**	**35,119.78**	**131,031.48**	**117,708.08**
EMPLOYEE EXPENSES				
SALARIES AND WAGES	22,261.65	18,913.33	54,923.44	53,039.74
CONTRACTED SERVICES	1,589.00	307.00	3,580.70	1,920.00
PAYROLL TAXES	1,922.29	1,633.15	4,783.22	4,619.27
PENSION EXPENSE	120.00	111.24	346.86	333.72
UNIFORMS/EDUCATION	0.00	0.00	0.00	565.00
EMP INSURANCE	0.00	0.00	0.00	0.00
TOTAL EMPLOYEE EXPENSES	**25,892.94**	**20,964.72**	**63,634.22**	**60,477.73**
OPERATING EXPENSES				
VEHICLE EXPENSE	55.02	0.00	110.71	760.97
REPAIRS	3,038.95	9,787.95	7,318.60	16,587.65
UTLITIES	2,878.64	2,694.85	8,353.97	8,249.50
TELEPHONE	255.15	219.41	945.45	373.26
ADVERTISING	0.00	0.00	0.00	200.00
MILEAGE/MEETINGS/MEALS	54.02	65.78	640.96	140.18
CASH OVER/SHORT	787.83	291.32	1,559.77	1,068.37
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	4,083.47	3,541.55	12,861.70	10,613.25
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	4,748.88	2,780.32	10,554.37	8,083.45
INSURANCE/WC INS PKG	1,705.68	1,518.27	4,467.44	4,122.23
SUB/DUES/LIC/DONATIONS	1,624.87	471.00	1,917.03	771.00
DEPRECIATION	3,448.58	3,176.25	10,345.74	9,528.75
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	200.00	200.00	600.00	600.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/ANNM	-0.05	60.00	733.29	767.83
TOTAL OPERATING EXPENSES	**22,881.04**	**24,806.70**	**60,409.03**	**61,866.44**
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	288.59	0.00	1,199.68	1,143.86
OTHER REVENUE	191.77	165.32	529.03	532.07
TOTAL OTHER REVENUE	**480.36**	**165.32**	**1,728.71**	**1,675.93**
NET OPERATING EXPENSES	**48,293.62**	**45,606.10**	**122,314.54**	**120,668.24**
ALLOCATION OF G/A	10,309.30	6,874.55	25,393.03	22,502.32
LOCAL NET SAVINGS	**-6,035.31**	**-17,360.87**	**-16,676.09**	**-25,462.48**
PATRONAGE REFUNDS	62,960.47	172,815.81	62,960.47	172,815.81
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	**56,925.16**	**155,454.94**	**46,284.38**	**147,353.33**

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STATEMENT OF GROSS MARGINS STEPHENSON CONV STORE
Comparing Period 3 March Fiscal 2025 To Budget 2025 And Prior 2024

	CURRENT PERIOD						YEAR TO DATE					
	Current Year	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*	*Current Year*	*% Sales*	*Prior Year*	*% Sales*	*Budget*	*% Sales*
NO LEAD SALES												
Beginning Inventory	48,696.62	0.00	41,619.44	0.00	0.00	0.00	48,696.62	0.00	41,619.44	0.00	0.00	0.00
Purchases	108,748.46	0.00	128,187.40	0.00	0.00	0.00	350,257.21	0.00	333,456.01	0.00	0.00	0.00
Ending Inventory	44,060.57	0.00	35,419.37	0.00	0.00	0.00	92,757.19	0.00	77,038.81	0.00	0.00	0.00
Cost of Sales	113,384.51	0.00	134,387.47	0.00	0.00	0.00	345,644.86	0.00	342,466.55	0.00	0.00	0.00
Sales	125,725.91	0.00	138,311.55	0.00	0.00	0.00	372,176.89	0.00	361,603.47	0.00	0.00	0.00
No Lead Gross Margin	12,341.40	9.81	3,924.08	2.83	0.00	2.83	26,532.03	7.12	19,136.92	5.29	0.00	0.00
#2 DIESEL SALES												
Beginning Inventory	14,314.50	0.00	10,465.29	0.00	0.00	0.00	14,314.50	0.00	10,465.29	0.00	0.00	0.00
Purchases	9,195.39	0.00	20,125.79	0.00	0.00	0.00	28,246.49	0.00	33,573.83	0.00	0.00	0.00
Ending Inventory	9,291.45	0.00	18,139.56	0.00	0.00	0.00	23,605.95	0.00	28,604.85	0.00	0.00	0.00
Cost of Sales	14,218.44	0.00	12,451.52	0.00	0.00	0.00	38,390.30	0.00	32,053.23	0.00	0.00	0.00
Sales	17,229.38	0.00	13,305.15	0.00	0.00	0.00	47,138.77	0.00	33,945.67	0.00	0.00	0.00
Diesel Gross Margin	3,010.94	17.47	853.63	6.41	0.00	6.41	8,748.47	18.55	1,892.44	5.57	0.00	0.00
L.P. GAS SALES												
Beginning Inventory	-130.02	0.00	-339.70	0.00	0.00	0.00	-130.02	0.00	-339.70	0.00	0.00	0.00
Purchases	0.00	0.00	92.40	0.00	0.00	0.00	149.53	0.00	212.15	0.00	0.00	0.00
Ending Inventory	-374.55	0.00	-457.91	0.00	0.00	0.00	-504.57	0.00	-797.61	0.00	0.00	0.00
Cost of Sales	244.53	0.00	210.61	0.00	0.00	0.00	549.58	0.00	396.71	0.00	0.00	0.00
Sales	698.67	0.00	601.74	0.00	0.00	0.00	1,570.23	0.00	1,133.46	0.00	0.00	0.00
L. P. Gross Margin	454.14	65.00	391.13	64.99	0.00	64.99	1,020.65	65.00	736.75	65.00	0.00	0.00
GROCERY SALES												
Beginning Inventory	75,159.67	0.00	69,972.01	0.00	0.00	0.00	75,159.67	0.00	69,972.01	0.00	0.00	0.00
Purchases	25,533.62	0.00	28,039.02	0.00	0.00	0.00	81,372.07	0.00	78,524.31	0.00	0.00	0.00
Ending Inventory	74,348.44	0.00	67,193.09	0.00	0.00	0.00	149,508.11	0.00	137,165.10	0.00	0.00	0.00
Cost of Sales	26,344.85	0.00	30,817.94	0.00	0.00	0.00	86,785.31	0.00	85,987.47	0.00	0.00	0.00
Sales	46,737.53	0.00	44,553.10	0.00	0.00	0.00	133,081.04	0.00	123,366.72	0.00	0.00	0.00
Gross Margin	20,392.68	43.63	13,735.16	30.82	0.00	30.82	46,295.73	34.78	37,379.25	30.29	0.00	0.00
DNR SALES												
Purchases	4,068.64	0.00	3,372.79	0.00	0.00	0.00	7,418.87	0.00	6,152.14	0.00	0.00	0.00
Ending Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Sales	4,068.64	0.00	3,372.79	0.00	0.00	0.00	7,418.87	0.00	6,152.14	0.00	0.00	0.00
Sales	6,154.00	0.00	8,262.00	0.00	0.00	0.00	9,265.00	0.00	10,868.75	0.00	0.00	0.00
DNR Gross Margin	2,085.36	33.88	4,889.21	59.17	0.00	59.17	1,846.13	19.92	4,716.61	43.39	0.00	0.00

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	CURRENT PERIOD						YEAR TO DATE					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
LOTTERY SALES												
Purchases	19,561.80	0.00	23,070.81	0.00	0.00	0.00	54,258.49	0.00	62,278.17	0.00	0.00	0.00
Ending Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Sales	19,561.80	0.00	23,070.81	0.00	0.00	0.00	54,258.49	0.00	62,278.17	0.00	0.00	0.00
Sales	20,161.00	0.00	26,262.50	0.00	0.00	0.00	54,440.50	0.00	66,512.50	0.00	0.00	0.00
Lottery Gross Margin	599.20	2.97	3,191.69	12.15	0.00	12.15	182.01	0.33	4,234.33	6.36	0.00	0.00
BEER & WINE SALES												
Beginning Inventory	10,613.52	0.00	12,986.51	0.00	0.00	0.00	10,613.52	0.00	12,986.51	0.00	0.00	0.00
Purchases	9,831.54	0.00	10,834.00	0.00	0.00	0.00	28,563.03	0.00	32,676.79	0.00	0.00	0.00
Ending Inventory	10,794.55	0.00	9,492.29	0.00	0.00	0.00	21,408.07	0.00	22,478.80	0.00	0.00	0.00
Cost of Sales	9,650.51	0.00	14,328.22	0.00	0.00	0.00	28,353.13	0.00	33,885.81	0.00	0.00	0.00
Sales	13,179.58	0.00	15,231.37	0.00	0.00	0.00	35,987.66	0.00	39,082.09	0.00	0.00	0.00
Beer & Wine Gross Margin	3,529.07	26.77	903.15	5.92	0.00	5.92	7,634.53	21.21	5,196.28	13.29	0.00	0.00
LIQUOR SALES												
Beginning Inventory	12,128.37	0.00	14,051.94	0.00	0.00	0.00	12,128.37	0.00	14,051.94	0.00	0.00	0.00
Purchases	5,990.94	0.00	5,066.22	0.00	0.00	0.00	16,829.60	0.00	15,779.28	0.00	0.00	0.00
Ending Inventory	14,671.05	0.00	15,586.97	0.00	0.00	0.00	26,799.42	0.00	29,638.91	0.00	0.00	0.00
Cost of Sales	3,448.26	0.00	3,531.19	0.00	0.00	0.00	14,410.48	0.00	14,101.47	0.00	0.00	0.00
Sales	7,076.45	0.00	7,181.04	0.00	0.00	0.00	20,283.94	0.00	19,916.32	0.00	0.00	0.00
Liquor Gross Margin	3,628.19	51.27	3,649.85	50.82	0.00	50.82	5,873.46	28.95	5,814.85	29.19	0.00	0.00
CIGARETTE SALES												
Beginning Inventory	61,416.91	0.00	51,804.43	0.00	0.00	0.00	61,416.91	0.00	51,804.43	0.00	0.00	0.00
Purchases	49,176.76	0.00	55,827.12	0.00	0.00	0.00	143,302.92	0.00	148,028.18	0.00	0.00	0.00
Ending Inventory	48,138.53	0.00	49,218.01	0.00	0.00	0.00	109,555.44	0.00	101,022.44	0.00	0.00	0.00
Cost of Sales	62,455.14	0.00	58,413.54	0.00	0.00	0.00	151,652.20	0.00	151,983.28	0.00	0.00	0.00
Sales	59,724.87	0.00	56,324.62	0.00	0.00	0.00	161,085.17	0.00	162,653.87	0.00	0.00	0.00
Cigarette Gross Margin	-2,730.27	-4.57	-2,088.92	-3.70	0.00	3.70	9,432.97	5.85	10,670.59	6.56	0.00	0.00
DELI												
Beginning Inventory	14,567.07	0.00	12,726.05	0.00	0.00	0.00	14,567.07	0.00	12,726.05	0.00	0.00	0.00
Purchases	24,323.10	0.00	26,124.02	0.00	0.00	0.00	68,727.89	0.00	69,201.97	0.00	0.00	0.00
Ending Inventory	12,144.51	0.00	9,978.27	0.00	0.00	0.00	26,711.58	0.00	22,704.32	0.00	0.00	0.00
Cost of Sales	26,745.66	0.00	28,871.80	0.00	0.00	0.00	73,806.52	0.00	68,884.28	0.00	0.00	0.00
Sales	36,002.56	0.00	34,542.60	0.00	0.00	0.00	97,272.02	0.00	96,814.34	0.00	0.00	0.00
Deli Gross Margin	9,256.90	25.71	5,670.80	16.41	0.00	16.41	23,465.50	24.12	27,930.06	28.84	0.00	0.00